

Global Technology Solutions (GTS) Vendor Consolidation

Finding Ways to Increase Efficiency and
Reduce Spend Within GTS

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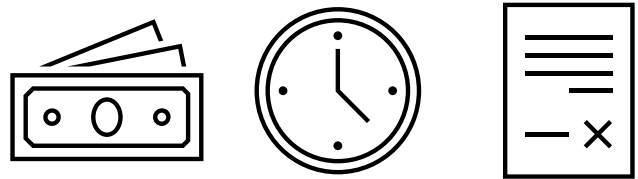
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Project Overview

- **Problem:** GTS has overlapping vendors and contracts in the market research space.
 - Unnecessary spending
 - Under-utilization of services provided



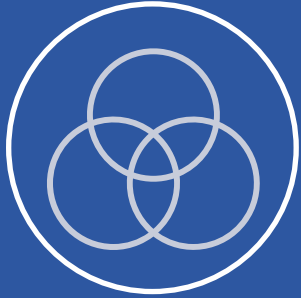
- **Solution:** Determine if any vendors can be eliminated or renegotiated to reduce spend.



Solution Steps



Do initial
market
research



Compare
features &
pricing



Meet with
relevant
vendors



Conduct
internal
reviews &
surveys



Choose a
vendor
based on
needs &
price





Find a Balance



○ **Desired features & needs:**

- Easy to navigate website
- Actionable research
- High volume of research
- Pre-built decks and templates

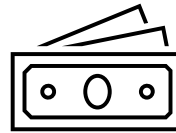
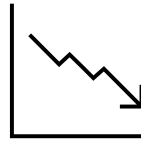
○ **Business Sense:**

- Affordable
- High value-proposition
 - Does the product benefit the broadest active-user base?
- Efficient
 - Can we use an existing vendor?



End Results

- Analysis led to the renegotiation and renewal of an expiring contract with one of our market research vendors.
 - Increased service levels and features for the same price
 - Cost avoidance of over \$74,000



- Recommended renegotiation of the other current contract attempts to utilize a better value-proposition service option.

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Thank you

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